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PARIS, WEDNESDAY, JULY 9, 1986

ESTABLISHED 1887

bya Will Reduce ission in Athens, reece Announces

Granville Watts

ATHENS — Greece said Tuesday it was reducing its mission in Athens by 15 percent.

Lithuanian embassy and not a Foreign Ministry spokesman, said the mission would be reduced by 15 percent.

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missions in response to alleged Libyan support of terrorism.

Mr. Papadimitriou said that there had been contact between the Greek government and the Libyan mission in Athens on the issue of the diplomats. He refused to elaborate.

The U.S. State Department reacted angrily in April when the Greek government said there was no direct evidence of Libyan involvement in terrorism.

Lebanese rail Jordan er Fatah

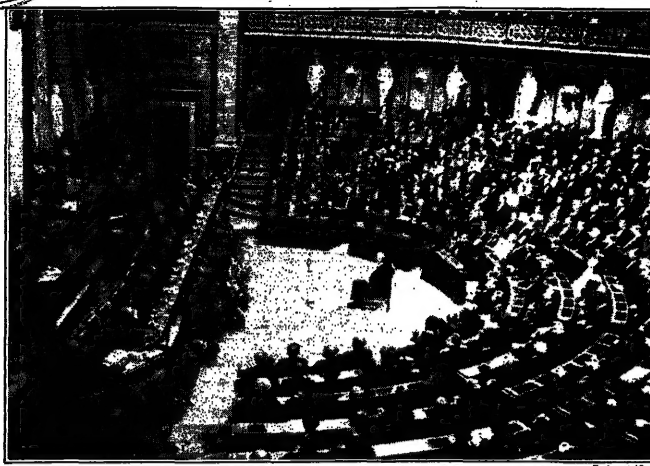
William Claiborne

SALEM, Jordan — Palestinian militants in the Israeli-occupied West Bank condemned on Tuesday the U.S. State Department's decision to cut off aid to the PLO.

The PLO's official newspaper, *Al-Naba*, said the decision was a "betrayal of the Palestinian people."

The Athens government was also said to be in a decision not to act on the EC agreement to reduce the number of Libyan diplomats in member nations. The government has been reluctant to take action mainly because of Greece's close ties with Arab nations.

The U.S. State Department spokesman, Bernard Kalb, called the remarks "baseless, unhelpful and harmful to Western efforts to achieve an effective response to international terrorism."



Kurt Waldheim sitting in the Austrian parliament during the inauguration ceremonies.

EC Ministers Approve Budget With Increases

By Steven J. Dryden

BRUSSELS — European Community treasury ministers approved Tuesday a new 1986 budget, opening the possibility of a settlement in a confrontation with the European Parliament over spending levels.

The ministers met through most of Monday night before agreeing on a budget of 35 billion European currency units (\$34.5 billion) instead of an earlier budget proposal of 32.7 billion ECU.

A new budget was made necessary last week after the European Court of Justice struck down a version of the budget passed by the Parliament, which called for 1986 spending to be set at 33.3 billion ECU.



Survivors of the Holocaust demonstrated with other Israelis on Tuesday outside the Austrian Embassy in Tel Aviv.

Waldheim Is Inaugurated in Austria; Intellectuals Hold a Street Protest

By James M. Markham

VIENNA — Kurt Waldheim was inaugurated Tuesday for a six-year term as president of Austria while deflected artists and intellectuals staged street protests against his election to the largely ceremonial post.

Speaking at a solemn joint session of the parliament after taking the presidential oath, the former secretary-general of the United Nations evaded mention of the international controversy over his war record that has dominated Austria's public life for four months.

resolve that every one of our citizens — whatever his race, belief or conviction — should be considered and treated as a brother or sister," he said.

Mr. Waldheim was applauded by deputies from the rightist People's Party, which supported his successful presidential bid. But parliamentarians from the ruling Socialist Party responded with restraint. A scattering of deputies wore black scarves in protest at his election.

After the ceremony in the parliament, Mr. Waldheim took formal possession of the Austrian armed forces before an honor guard assembled under the victory arches in Helden Square. He laid a wreath on a monument to the victims in the struggle for Austria's freedom from Nazi Germany.

Walking past a cheering crowd to his offices in the Hofburg, a sprawling complex built for the Habsburg emperors, Mr. Waldheim skirted a handful of protesters who wore striped concentration camp uniforms and who lifted a banner reading "No to War Criminal President."

Manila Seeks to Explain the Failed Revolt

By Michael Richardson

MANILA — The staff at the elegant Manila Hotel began Tuesday to clear up the mess left behind after the last of the civilian and military supporters of an "anti-Communist constitutional" government ended their occupation of the building.

Elsewhere in the Philippines and abroad, analysts were assessing the damage done by the attempted coup Sunday against the government of President Corason C. Aquino as it tries to revive an economy burdened with a \$26-billion foreign debt, negotiate a settlement with Communist insurgents, and restrain fighting between factions within the administration and keep the armed forces on its side.

Government officials were irritated that the actions of Arturo M. Tolentino and his supporters had captured television time and newspaper headlines here and overseas. Mr. Tolentino was sworn in Sunday as president of the "constitutional" government.

Washington, rebuking Marcos after the coup attempt, warned that the government would not recognize him as president.

In a statement on Monday, Mrs. Aquino pointed to the most obvious weakness of Mr. Tolentino's attempt to claim political legitimacy: He failed to attract substantial popular support or military backing. Most Filipinos stood with their normal daily routine as though nothing untoward was happening.

"The people have made the wisest response to the situation: to ignore what is patently a desperate attempt to seize power and sympathy to a foreign cause," Mrs. Aquino said.



Juan Ponce Enrile, the Philippine defense minister, right, and other officials standing in front of a building.

Admiral Rickover Dies; Led Navy to Nuclear Era

The Associated Press

WASHINGTON — Hyman G. Rickover, 86, who became one of the pre-eminent military leaders of his time in a U.S. Navy career that spanned six decades, died Tuesday.

The admiral, who was responsible for pushing the navy into the nuclear era, died at his home in a Washington suburb, apparently of natural causes. He had been in poor health since suffering a stroke in July 1983.

at approximately 8:45 A.M. at his home in Arlington, Virginia.

A Career of Controversy

By John W. Finney

Hyman George Rickover carried little for protocol, tradition or what other people thought of him so long as he could do his job. He was cordially detested by his enemies. Even friends noted his abrasive personality.



Hyman G. Rickover

Ruling Puts U.S. Budget Effort in Doubt

By Karen Tumulty

WASHINGTON — The U.S. Supreme Court's decision Monday to uphold a key provision of the Gramm-Rudman-Hollings law, coupled with signs that public concern over the deficit is waning, is likely to make it more difficult for a reluctant Congress to balance the federal budget.

"Everybody was kind of sitting back in the false comfort that Gramm-Rudman would take care of everything," said Representative Leon E. Panetta, a California Democrat who was instrumental in the law's enactment.

Now, he said, Congress will have to make the difficult decisions for itself, in a political showdown next year.

The Senate Budget Committee chairman, Pete V. Domenici, Republican of New Mexico, said the first test of congressional commitment to the law will be ratification of relatively modest cuts that were imposed last March and invalidated by the Supreme Court decision.

ing to live up to their promises to cut the deficit.

"In the final analysis," said the Senate majority leader, Bob Dole, Republican of Kansas, "the way we are going to reduce the federal deficit is for Congress to face up to it."

The Supreme Court ruled that the enforcement provision of the Gramm-Rudman-Hollings Act violated the constitutional separation of powers between the executive and legislative branches.

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Howe Reschedules Visit to Pretoria

The Associated Press

STRASBOURG, France — Sir Geoffrey Howe, the British foreign secretary, said Tuesday that he would visit South Africa later this month, after a trip to black-ruled southern African states on a European Community peace mission.

Sir Geoffrey spoke in the European Parliament before leaving for Zambia, Zimbabwe and Botswana, some other countries, as he put it.

On Monday, he dropped plans to visit South Africa during his trip this week. No reason was given, but South African radio in Pretoria said Sir Geoffrey might face a hostile reception if he visited Pretoria now.

The foreign secretary rejected a suggestion Tuesday from a member of the European Parliament that his failure to secure a meeting with South African violence may indicate a shift in the resistance movement's tactics. Page 2.

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President Pieter W. Botha was a "humiliating refusal," Sir Geoffrey said. He recognized Pretoria's difficulties in arranging a meeting.

IDS Screening Guards Blood Supply, but Problems Remain

Philip M. Boffey
New York Times Service

WASHINGTON — Screening AIDS have made the U.S. blood supply safer, but more problems remain, according to medical experts at a conference.

After hearing testimony from experts Tuesday, a 13-member panel is to prepare recommendations on how to use and interpret the tests.

Dr. Joseph R. Bove, a professor at the Yale University School of Medicine, said that all blood banks and plasma collection centers use the tests, although they are not required to do so.

The tests are designed to detect blood or plasma containing antibodies to the AIDS virus, which is a sign that the donor has been infected. The tests do not detect the virus itself, which can be identified only through laboratory procedures that are impractical for large-scale screening.

Typically, a blood donation will be subjected to an initial screening called an enzyme-linked immunosorbent assay (ELISA). If it looks positive for AIDS, it will then be put through a second test, called a Western blot, once or twice more. These blood units that are judged "repeatedly reactive" are then sent to a follow-up test, which is deemed more accurate in determining if AIDS antibodies are present.

The initial screening test has been designed to be as sensitive as possible, to pick up most contaminated blood units. As a result, however, it also identifies many blood samples as possibly contaminated with AIDS when there is no compelling evidence whatsoever that such is the case.

Even so, several experts said, some donated units escape detection, either because the donors had not developed antibodies at the time they gave blood, or because the amount present is below the detection limits of the screening test used.

One study in California found 13 such detection failures, or false negatives. Dr. Michael S. Ascher, deputy chief of a California state laboratory, said he suggested that perhaps 15 or 20 units of contaminated blood would slip by the blood bank screening tests in California.

Dr. Ascher said he suggested that false negatives are "more common than generally thought, if you look for them."

For more common are false positive results that cannot be confirmed by follow-up tests.

Several experts estimated that 20,000 to 25,000 individuals so far have donated blood to the National Blood Bank, which has been screening blood for AIDS on a voluntary basis.

Dr. Bove said he had been on Monday with a committee of the National Blood Bank, which is to meet on Monday with a committee of the National Blood Bank, which is to meet on Monday with a committee of the National Blood Bank.

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AMERICAN TOPICS



FALLING STAR — One hundred skydivers linked up over Muskogee, Oklahoma, at the U.S. championships. The number in formation was described as a record.

Commuting by Air: Expensive but Fast

It costs \$70 one-way to commute from Manhattan to the summer resorts of Long Island by airplane, but the people who operate the half-hour flights say they have more business than they can handle. To fly to the seaside every Friday morning over a 20-week season costs \$2,800. But to a New York City commuter whose beach house costs \$15,000 or more to rent for that period, the expense may not seem so outrageous.

City residents who started out with one plane 17 years ago, now has six, each of which can carry a pilot and five passengers. He said The New York Times that he likes to take his passengers on a scenic route over the state of Liberty, the Verrazano Narrows bridge, Coney Island and Jones Beach.

A rival operator, Jim Heron, often flies the customers over the Long Island Expressway, which for decades has been known as the world's longest "congestion jam."

He explained, "All they have to do is look down at the traffic and suddenly they don't feel like it's that expensive a way to travel after all."

Short Takes

An initiative that would force California officials to bar victims

of AIDS from working in schools and restaurants has been certified to appear on the November ballot, making California the first state to test voter sentiment on acquiring immune deficiency syndrome. The initiative gained more than the required 45,219 petition signatures. Backers say state officials have refused to pursue necessary measures to protect the public from AIDS.

The California Medical Association has denounced the initiative. Joe Wicks, a Los Angeles city councilman, called it "the most sweeping rollback of civil rights since Nazi Germany."

Veterans' yearbooks are supplementing but thus far not replacing printed yearbooks at U.S. high schools and colleges. They show such activities as students at Princeton University blowing a table tennis ball and forth across a table in a game of "blowing," students at the University of Michigan racing bedsteads down the street for charity, and students at Rutgers University in classrooms and the library against a record of rock music. Robert H. Levin, who has started a production company for video yearbooks, calls them "memories in motion."

Of the 12 latest U.S. sites to be designated National Historic Landmarks, three are on Fifth Avenue in Manhattan: the Metropolitan Museum of Art, started in 1880 and frequently added onto since then; the Plaza Hotel, finished in 1910; and the Empire State Building, finished in 1931. They join about 50 landmarks in New York City, including City Hall, Central Park, Grand Central station, the New York Public Library, the Chrysler Building and the Dakota apartment building.

This year is the centenary of the first appendectomy in the United States, at what is now known as Roosevelt Hospital, in New York City. Dr. Robert Hall was the surgeon and the operation was a success. Dr. Hall died in 1897 of a ruptured appendix.

Senate Republicans have been metaculous in sharing credit—or responsibility—for the tax-reform bill with their Democratic colleagues. Bill Bradley of New Jersey, John C. Danforth, a Missouri Republican, relates that he went up to Mr. Bradley after Senate passage of the bill and told him, "This is your finest hour." Mr. Bradley, who does not deny presidential aspirations, said with a grin, "I'm not sure about that." Mr. Danforth then amended his statement to "This is your finest hour so far" and then to "This is your finest hour today."

—Compiled by ARTHUR HIGGINS

Student Use of Cocaine Remains at Peak Level In the U.S., Study Finds

By Richard Halloran
New York Times Service

WASHINGTON — Cocaine use has remained widespread among American high school and college students while the illicit use of marijuana dropped from 1980 to 1984 and leveled off in 1985, according to a new survey.

The Institute for Social Research at the University of Michigan in Ann Arbor, which conducted the survey, reported that 30 percent of all college students used cocaine at least once by the end of their fourth year in college. The National Institute on Drug Abuse in Washington financed the survey, which was released Monday.

The illicit use of many other drugs fell by half over that period, the survey reported.

Dr. Lloyd D. Johnston, a director of the study, said, "The drug epidemic largely originated on the nation's campuses in the late 1960s, so it is significant to see evidence that it is receding on those same campuses."

The most serious current problem cited by the study is the use of cocaine, which remains at peak levels in this category. This is also true among high school students and young adults generally, not just college students, he said.

The illicit use of cocaine has been highlighted in the recent deaths of two prominent athletes, Len Bias, a basketball star at the University of Maryland who had been drafted by the Boston Celtics, and Don Rogers, a defense back for the Cleveland Browns.

The survey results were made public during a spending national debate over whether employers should test workers for drug use. Advocates say testing is necessary to make workplaces safer and efficient. Opponents say that testing would be an invasion of privacy.

The military forces, which have a mandatory program of random testing, said that the illicit use of cocaine dropped from 37 percent in 1980 to 9 percent in 1985. The U.S. Defense Department has said that less than 1 percent of the armed forces use cocaine.

Institute researchers, including Dr. Gerald G. Bachman and Dr. Patrick M. O'Malley, found that "the number of young adults who try cocaine appears to rise steadily to at least age 27, the oldest group followed in this study so far, by which point nearly 40 percent have tried it."

They said that active use, meaning at least once a year, "rises steadily to about age 22, where it plateaus at least through age 27."

Dr. Johnston said, "Students report cocaine to be fairly readily available and, until very recently at least, the great majority saw little risk in experimenting with it."

The report said that "clearly this nation's high school students and other young adults still show a level of involvement with illicit drugs which is greater than can be found in any other industrialized nation in the world."

It also said that "prevention programs need to begin at quite a young age if they are to reach youngsters before some 'critical mass' of them have already begun to use drugs."

The Institute for Social Research began the survey with the high school class of 1976. The margin of sampling error for the survey was plus or minus 3 percentage points.

The survey showed that the illicit use of cocaine among college students was 37 percent in both 1980 and 1984. The illicit use of marijuana was 51 percent in 1980, 41 percent in 1984 and 42 percent in 1985.

Among other findings of the 27-page report, "Drug Use Among American High School Students, College Seniors and Other Young Adults: National Trends Through 1985," were these:

• The illicit use of tranquilizers, barbiturates, amphetamines, methamphetamine and LSD has declined steadily, but that decline appears to have leveled off in 1985.

• Men are more likely than women to use illicit drugs, regardless of group.

• Heavy drinking of alcohol has become more common among men in college but less among both men and women in high school.

• By their mid-20s, "some 75 percent to 80 percent of today's young adults have tried an illicit drug. More than half have tried an illicit drug other than marijuana."

BUDGET: A Dim Outlook
(Continued from Page 1)

ment of more than \$1 billion, among \$11.7 billion worth of automatic spending reductions that the law triggered for the current fiscal year. The Supreme Court, as part of Monday's decision, gave Congress 60 days to approve those cuts in legislative form; otherwise they will become void.

Failure to enact the 1986 cuts would have reverberations in 1987 by adding new momentum to federal spending. Congressional budget experts said that the 1986 cuts, assuming they are not restored for 1987, would trim \$18 billion from the 1987 deficit. If the 1986 cuts were reversed, achieving the 1987 deficit target would become \$18 billion more difficult.

Congress will begin facing the 1987 predicament to earnest on Aug. 15, when the Congressional Budget Office and the White House's Office of Management and Budget are required by the law to forecast the 1987 deficit based on spending and tax laws then on the books.

If that projection exceeds the law's \$144-billion deficit target by \$10 billion or more, which is an increasingly likely prospect, Congress will face a variety of unpleasant choices.

It could try to work out an agreement with the Reagan administration to adopt new taxes or additional spending reductions. However, President Ronald Reagan has vowed not to accept additional taxes, and Congress has refused to accept the domestic spending reductions that Mr. Reagan demanded.

Short of that, the law would continue to require the executive branch to prepare a package of wide-ranging spending cuts deep enough to reach the \$144-billion target.

Before the Supreme Court ruling Monday, those cuts would have taken effect automatically on Oct. 1. Now they will become effective only if Congress enacts them into law.

Fraud Charged in Mexican Vote Result

By Edward Cody
Washington Post Service

CHETUMAL, Mexico — In winning a lopsided victory in the Chihuahua state elections this week, the Mexican government has provided new political ammunition to its most vocal critics, according to long-time observers of Mexican politics.

The main opposition group, the conservative National Action Party, contended that there had been widespread fraud.

Although there was no proof of the assertion, vote manipulation and election irregularities by the government, which have been observed in Chihuahua by Mexican and foreign reporters in the past, have created an atmosphere in which the allegations are likely to receive wide acceptance at home and in the United States.

The election was regarded by both parties as a critical test of the governing party's ability to continue its domination of Mexican politics.

With the extent of its victory, the official Institutional Revolutionary Party also has reinforced the perception of many foreign and Mexican news sources that the party is less than willing to deal with new political currents except by crushing them or absorbing them into the machinery of the Institutional Revolutionary Party.

The Chihuahua state leader of the party, Manuel Torres, announced the victory of his gubernatorial candidate and his mayoral candidates for all major cities an hour after the polls closed Sunday night. Official results are not expected until later in the week.

Some analysts had predicted that, despite a declared determination to retain the Chihuahua state government and recover major city halls, the party would not allow the large border city of Ciudad Juarez to remain in opposition hands as a gesture of flexibility and fair play.

The candidate of the National Action Party, Gustavo Elizondo, who is popular in the city, campaigned against Jaime Bermudez, the candidate of the Institutional Revolutionary Party.

Vote fraud and a closed political system have been among the major faults cited by Mexico's critics in the United States who have warned of possible social unrest. To the dismay of President Miguel de la Madrid's government, these warnings were sounded in public recently during hearings in Washington called by Senator Jose Helms, Republican of North Carolina, and later by the former U.S. ambassador to Mexico, John Costa.

Romero Flores, chairman of the foreign relations committee of the Chamber of Deputies, said such fears reflect mistaken American hopes to see a Mexican version of its own political system.

Some analysts, foreign as well as Mexican, have suggested that the

Jaime Bermudez, the Mexican government's candidate, campaigning before being elected mayor of Ciudad Juarez.

Government officials speaking in private repeatedly have voiced the concern over the possibility of street violence because of economic hardships. Mr. de la Madrid's secretary general, assisted in part by most debt obligations, has sharply diminished living standards for most Mexicans.

In that light, Mr. Flores warned the charges of voting fraud mainly constitute a credibility problem in Mexico's relations with the United States and other nations. Within the country, he asserted, most Mexicans appear willing to accept election results as genuine.

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—Compiled by ARTHUR HIGGINS

ibway 'Vigilante' Must Stand Trial

The Associated Press

ALBANY, New York — New York state's highest court reinstated charges Tuesday of attempted murder and assault against Bernhard H. Goetz for shooting four youths on a Manhattan subway in December 1984.

Barry Stolin, an attorney for Mr. Goetz, said he could not predict the decision by the Court of Appeals to try Mr. Goetz on the charges, which had been thrown out by a lower court.

Mr. Goetz, 39, an electronics worker, was praised as a hero by some and criticized as a vigilante by others after he admitted shooting the four young men.

He said that when they approached him and one of them asked for \$5, he feared he was going to be mugged. The youths said they were mugging him. Mr. Goetz also faces charges of illegal possession of weapons.

The court said that state law does not "allow the perpetrator of a serious crime to go free simply because that person believed his actions were reasonable and necessary to prevent some perceived harm."

The maximum penalty for attempted murder is 25 years in prison and for assault, 15 years.

Three of the four youths have recovered from their wounds but one was left paralyzed.

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NYSE Most Actives

Vol.	High	Low	Last	Chg.
IBM	124 1/2	124 1/4	124 1/2	+1/4
AT&T	54 1/2	54 1/4	54 1/2	+1/4
GE	34 1/2	34 1/4	34 1/2	+1/4
Westinghouse	24 1/2	24 1/4	24 1/2	+1/4
Boeing	104 1/2	104 1/4	104 1/2	+1/4
3M	24 1/2	24 1/4	24 1/2	+1/4
Johnson & Johnson	24 1/2	24 1/4	24 1/2	+1/4
Merck	24 1/2	24 1/4	24 1/2	+1/4
Amgen	24 1/2	24 1/4	24 1/2	+1/4
Novartis	24 1/2	24 1/4	24 1/2	+1/4

Market Sales

NYSE	Vol.	Value
NYSE	1,234,567	\$123,456,789
AMEX	123,456	\$12,345,678
NASDAQ	234,567	\$23,456,789

NYSE Index

High	Low	Close	Chg.
NYSE	2,345.67	2,345.67	+12.34
AMEX	123.45	123.45	+1.23
NASDAQ	234.56	234.56	+2.34

Tuesday's NYSE Closing

Index	High	Low	Close	Chg.
NYSE	2,345.67	2,345.67	2,345.67	+12.34
AMEX	123.45	123.45	123.45	+1.23
NASDAQ	234.56	234.56	234.56	+2.34

AMEX Diary

Adv.	Chg.	Prev.
Adv.	123.45	123.45
Chg.	123.45	123.45
Prev.	123.45	123.45

NASDAQ Index

High	Low	Close	Chg.
NASDAQ	234.56	234.56	+2.34
AMEX	123.45	123.45	+1.23
NYSE	2,345.67	2,345.67	+12.34

AMEX Stock Index

High	Low	Close	Chg.
AMEX	123.45	123.45	+1.23
NASDAQ	234.56	234.56	+2.34
NYSE	2,345.67	2,345.67	+12.34

Dow Jones Bond Averages

Bonds	Chg.	Prev.
Bonds	123.45	123.45
Chg.	123.45	123.45
Prev.	123.45	123.45

NYSE Diary

Adv.	Chg.	Prev.
Adv.	123.45	123.45
Chg.	123.45	123.45
Prev.	123.45	123.45

Odd-Lot Trading In N.Y.

Buy	Sell	Chg.
Buy	123.45	123.45
Sell	123.45	123.45
Chg.	123.45	123.45

Dow Jones Averages

Index	High	Low	Close	Chg.
Dow Jones	2,345.67	2,345.67	2,345.67	+12.34
AMEX	123.45	123.45	123.45	+1.23
NASDAQ	234.56	234.56	234.56	+2.34

Standard & Poor's Index

High	Low	Close	Chg.
S&P	234.56	234.56	+2.34
AMEX	123.45	123.45	+1.23
NYSE	2,345.67	2,345.67	+12.34

NASDAQ Diary

Adv.	Chg.	Prev.
Adv.	123.45	123.45
Chg.	123.45	123.45
Prev.	123.45	123.45

AMEX Stock Index

High	Low	Close	Chg.
AMEX	123.45	123.45	+1.23
NASDAQ	234.56	234.56	+2.34
NYSE	2,345.67	2,345.67	+12.34

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

NYSE Lower in Heavy Trading

Compiled by Our Staff From Dispatches

NEW YORK — Prices on the New York Stock Exchange closed lower in heavy trading Tuesday despite heavy buying in the last half hour.

The Dow Jones industrial average, which fell a record 61.87 points on Monday, to 1,839.00, fell another 18.27, to 1,820.73.

Declining issues led advances by a 5-1 ratio among the 1,985 issues crossing the tape at 4 P.M.

Big Board volume rose sharply, to about 175.75 million shares, from 138.23 million Monday.

Prices were sharply lower in heavy trading of American Stock Exchange issues.

Positioning over the economy and interest rates continued to grind down the averages, analysts said, but a late buying binge stirred hopes that a temporary bottom may have been found.

"This was a continuation of yesterday's debate," said Jack Conlon of E.F. Hutton. "It had too much momentum to stop on a dime."

"We've seen some bargain hunting, a few rally attempts," said Anthony Woodruff of Kidder Peabody. "But nobody's going to be very aggressive until they see how far this rally goes."

Newton Zinder of E.F. Hutton said the late recovery and the market's ability to stabilize after a weak start pointed to a possible bounce in the next few days, which could carry to the 1,840 level. "But after that we'll have another pullback."

Record Fall in London

United Press International

LONDON — Prices on the London Stock Exchange suffered a record fall Tuesday in response to Monday's record point loss on Wall Street. The Financial Times index of 30 top shares registered a record one-day drop of 30.1 points, to 1,317.7.

The losses wiped a record \$8.22 billion off share values on the London Stock Exchange, according to a computer calculation by stockbrokers Hoare Govett.

Pan Am jumped 1 1/4 to 7, topping the active. Traders said rumors were circulating that investor James Goldsmith may acquire the stake of Pan Am held by Resorts International. Pan Am said it could not account for the rise.

According to the rumors, AHR, Crown 1 1/4 to 5 1/4, would eventually end up with the ownership. In a marketing pact reached last week, it gained rights to negotiate with Pan Am in the event Pan Am sells substantial assets.

Among big losers were a number of retailers, including Gap Inc., which slid 7 1/4 to 74 1/4. After 2 1/2 to 4 1/4, Sears, Roebuck, 1 1/4 to 44 1/4.

In one of the stock market advances that was linked to Monday's selloff, the retailers were among the strongest in the first-half rally. IBM retreated 1/4 to 144 1/4.

(UPI, Reuters)

NOTICE OF REDEMPTION TO THE HOLDERS OF ECU 40,000,000 THE INDUSTRIAL BANK OF JAPAN FINANCE COMPANY N.V. 11 1/2 % GUARANTEED BONDS DUE 1993

NOTICE IS HEREBY GIVEN that pursuant to paragraph 6(b) of the Terms and Conditions of the above Bonds and in conformity with the Fiscal Agency Agreement dated as of 9th August 1983, ECU 4,500,000 in principal amount of the above Bonds will be redeemed on 9th August 1986, at par (the redemption price) together with accrued interest thereon to said redemption date. The drawing has taken place on 11th June, 1986, in Luxembourg.

Serial numbers of the Bonds to be redeemed are set forth below on groups from one number to another number, both inclusive:

00001 - 00022	04030 - 04129	04527 - 04626	04643 - 04742
06218 - 06317	07438 - 07537	07601 - 07637	08217 - 08316
09436 - 09535	10320 - 10323	10424 - 10619	11676 - 11775
13925 - 14124	14726 - 14785	14886 - 14925	16514 - 16613
16633 - 16734	16937 - 17036	17132 - 17231	18714 - 18813
20223 - 20322	20834 - 20933	21792 - 21991	23757 - 23856
24438 - 24537	25168 - 25267	25623 - 25722	28446 - 28545
28696 - 28795	29700 - 29799	30854 - 30953	31616 - 31715
32080 - 32179	33456 - 33555	35542 - 35641	36166 - 36265
36694 - 36793	37601 - 37600	38814 - 38913	39900 - 39999
39264 - 39267	39568 - 39667	39537 - 39736	39823 - 40000

The following Bonds, called for redemption on 9th August 1986, have not yet been presented for the payment:

00180 - 00220	00952 - 00953	00978 - 00982	00989 - 01000	01004 - 01012
01052 - 01063	01084 - 01115	02481 - 02489	02495 - 02497	04416 - 04432
04436 - 04459	04470 - 04500	05907 - 06004	06006 - 06013	06022 - 06041
06048 - 06056	07501 - 07508	07513 - 07596	08076 - 08087	08089 - 08096
08100 - 08105	08110	08124 - 08151	08351 - 08373	08384 - 08385
08389 - 08410	08415 - 08425	08426 - 08434	08445 - 08450	10324 - 10371
10408 - 10422	10890 - 10896	10931 - 10935	10940 - 10941	10952 - 10969
10972 - 10979	11346	11352 - 11362	11367 - 11397	11402 - 11414
11417 - 11438	11443 - 11445	11365 - 11394	13414 - 13417	13463 - 13463
13915 - 13924	14786 - 14789	14811 - 14816	14830 - 14833	16226 - 16310
18634 - 18638	18648 - 18651	18654 - 18726	19108 - 19207	19234 - 19337
20487 - 20489	20565	21692 - 21772	21775 - 21778	21784 - 21791
22050 - 22062	22067	22130 - 22141	25103 - 25104	26667 - 26668
26681 - 26757	27093 - 27074	27081 - 27132	27573 - 27609	27611 - 27633
29578 - 29582				

Amount outstanding after 9th August, 1986: ECU 31,000,000.

Interest on the Bonds to be redeemed will cease to accrue on the redemption date. On such date the redemption price will become due and payable on each of said Bonds and payment therefor together with accrued interest will be made as any one of the following paying agents: the office of Societe Generale Alsacienne de Banque, Brussels branch, the office of Societe Generale, London branch, the office of Credit Suisse Zurich and the office of Societe Generale Paris upon presentation and surrender of said Bonds with all coupons attached maturing after said redemption date. In the event that any such coupon is not so attached, the amount of said coupon will be distributed from the redemption price.

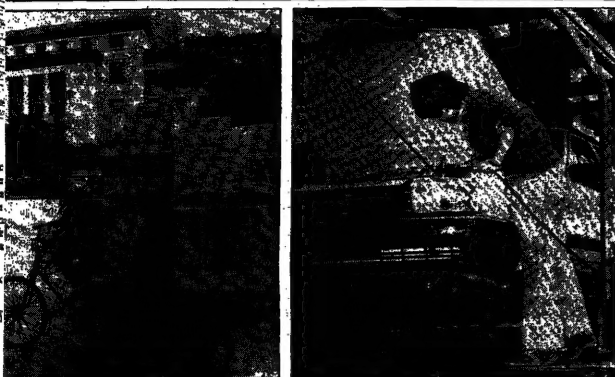
Coupons which shall mature on, or shall have matured prior to, said redemption date should be detached and surrendered for payment in usual manner.

THE INDUSTRIAL BANK OF JAPAN FINANCE COMPANY N.V.
BY SOCIETE GENERALE ALSACIENNE DE BANQUE
15, AVENUE EMILE REUTER LUXEMBOURG
THE PRINCIPAL PAYING AGENT

Table with multiple columns and rows, likely a continuation of the financial data or a large table of numbers. The table is partially obscured by a large, illegible stamp or watermark.

BUILDING BUSINESS IN

CHINA



One of the changing face of China, skyscrapers from Hong Kong, such as Guangzhou's China Garden, are being built and equipped to meet needs of business travelers and tourists. An assembly-line worker at the Volkswagen plant in Shanghai puts finishing touches on an engine. And, in front of the Great Hall of the People in Beijing, a delivery cyclist pedals a cart laden with high-priced consumer goods.

Beijing's retrenchment still leaves opportunities for careful campaigners: "Abiding mutual interest drives us ahead..."

"China's new direction," U.S. Ambassador to Beijing Winston Lord believes, "is one of the boldest domestic ventures in modern history." Few would disagree.

A decade back, China was a state managed by rigid central planning. Today, "socialism with a Chinese face" features the profit motive, private enterprise, local decision-making and foreign involvement in a rapidly expanding economy.

And for many businessmen outside China, the "open door" promised the fulfillment of an age-old entrepreneurial dream — "If only I can sell one widget to each of China's one billion people..." Many have been disappointed. But, as Ambassador Lord said recently, change in China has been so dramatic that it is no wonder that serious business arises.

The litany of complaints from foreigners attempting to do business in China is long and familiar. Their resident representatives meet heavy costs at every turn — rents, the cost of state-supplied personnel, charges levied on imported goods — all have made Beijing as expensive for foreigners as New York or Tokyo. Then there's the local workforce, which may not be as dedicated as foreign partners expect. Getting hold of the most basic raw materials — concrete to build a factory, for instance — can be an ordeal. Persuading local managers to manage, or local partners to fulfill the terms of minutely detailed contracts is a perpetual struggle.

And for those hoping to reap profit from selling to China's vast, savings-rich market, there's the newly discovered problem of converting mountains of non-negotiable renminbi into exportable foreign currency.

If foreigners eyeing the China market wanted a cautionary tale, they might examine the case of Beijing Jeep. The U.S. \$31-million showcase joint venture between American Motors Corp. and Beijing Automotive Works is among the earliest and largest Sino-U.S. enterprises.

China is desperately short of quality vehicles and eager to upgrade its domestic industry. Beijing Jeep was conceived as a compromise to both needs — assembling U.S.-made kits of Chevrolet jeeps, educating Chinese auto-engineers in modern methods, and eventually, designing and producing a new Chinese vehicle.

Even the relatively straightforward task of assembling Chevrolet kits was not a great success. Chinese workers average 88 man-hours for each jeep, compared with 32 man-hours in the United States. But this was the least of the joint venture's problems.

Last year, local customers for the U.S. \$19,000 Chevrolet stopped paying their bills, or sought to pay them in renminbi. Since the venture must pay for the kits in hard currency, there were serious doubts about even its short-term viability.

But in May, after several months of high-profile protests and senior government intervention from the U.S. side, a solution was reached. Beijing Jeep now aims to produce, and sell in China for hard currency, 4,000 vehicles this year, with a target of between 30,000 and 40,000 by the end of the decade.

As intransigent as the headaches (caused by China's foreign currency squeeze) is the fact that a solution was reached. In many respects Beijing Jeep became a test case for the future of foreign involvement in China — a consideration not lost on the country's economic leadership — and the readiness to bite the bullet backed up to regional assurances that, temporary setbacks notwithstanding, China's "open door" will remain open to the West.

Business can be done in China. The important thing to understand, says one U.S. entrepreneur with no regrets about involving himself there, is that "China is not America, or England, or France, or anywhere else. China is China, and the challenges there are peculiar to this place and time."

Skill, it is worth bearing in mind that, like a prospective business partner anywhere, China must perceive and derive benefit for itself from the arrangement. This can mean selling or producing things the country needs, transferring skills, technology, goods or services the country is keen to acquire, and developing the products and markets for export that will help resuscitate the country's depleted foreign currency reserves. These considerations are universal — after all, no country invites foreign involvement unless it sees the prospect of a reward.

So, how is China different? Of overriding importance is the novelty of foreign participation in the Chinese economy. When Beijing opened its doors in 1979 its habits and attitudes owed more to the Soviet Union than to Western-style capitalist free enterprise.

Seven years on, the country is still trying to evolve legal, managerial and planning frameworks to accommodate Western and Japanese needs. Much of what is done is experimental, while the whole is colored by memories of the wholesale exploitation to which China has previously been subjected. "We have been plundered in the past," says one Chinese official, "and we do not wish to be plundered in the future." In short, expectations need not be high.

Everyone else should be equipped with two essentials — time and adequate capital. Those whose ventures into China fail have usually been short on both.

Simply maintaining an office in Beijing costs upwards of U.S. \$250,000 a year, and few who have plunged into the China market can boast quick profits. The giant Coca-Cola company, with four canning and bottling plants operating in China, boosted sales 150 percent last year, but anticipates another three to five years of hard labor before its China operations break even.

Japanese corporations, which have captured a third of China's foreign trade, owe their success to a willingness to live with high costs as they aim to maximize market share in the long run.

The likes of Sanyo and Sony were advertising their consumer durables in China long before they were available to Chinese customers. But by the time the Chinese were shopping for TVs, radios or washing machines, those were the names they knew and the brands they chose. "For the time being," says Ogilvy and Mather's Harry Reid, "Western multinationals must either put up or shut up — the horizon must not be December 31st."

That said, there are still ways in which foreign businesses entering China can make life easier for themselves.

Language skills: "Japanese businessmen don't turn up in Europe or the States speaking only Japanese and armed with brochures in Japanese," says one old China hand. "So why do people imagine they can function in China without Chinese? It's a waste of time giving them brochures in English — who's going to translate them? They'll just gather dust in a corner."

Though there are notable exceptions, many translators are inadequate, speaking only difficult phrases and missing vital nuances. The only solution is to have Mandarin speakers from within the company. More than 80 percent of Japanese doing business in China speak Mandarin, but fewer than 40 percent of Europeans. The comparative results speak for themselves.

Negotiations: Chinese negotiations are no pushovers. Far from it. They are masters in driving the hardest bargain they can achieve. This does not imply table-thumping unpleasantness, but rather clear thinking and boundless patience.

One recent study revealed that foreign companies spend less than 40 percent of their time in China negotiating. Their Chinese counterparts spend 80 percent of their time with potential foreign investors engaged in negotiations — much of it during non-formal, ostensibly social meetings. By the time actual, formal, talks begin, important gains may already have been made.

Friendship: "In the West," says an U.S. manufacturer in China, "we are accustomed to doing business in a very impersonal way; we meet another businessman, make a deal, and then go about our own business. Most often there is no element of friendship whatsoever. In China this situation is reversed."

The importance of personal relationships (*guanxi* in Mandarin) cannot be overemphasized. For most Chinese officials, the real reward is the pleasure of human contact and the feeling that they're helping modernize China. Foreigners who take the trouble to build a relationship (and demonstrate a concern for China's welfare) often get the inside track.

Of course, it's as important to know the powers and responsibilities of individual officials as it is to take an interest in their personal and family affairs. But for the Chinese side, the foreign businessman is the embodiment of his business, and he, rather than an abstract legal document, must be the repository of trust and confidence.

Contracts: The shorter the better. China has still to work out a system for the effective arbitration of disputes between local and foreign partners, and the Western concept of the "rule of law" has still to take root. So, demanding that Chinese enterprises stick to the fine print of a voluminous document is usually time and effort wasted. It should be possible to lay out, simply and specifically, the terms of cooperation in a document of a few pages.

Training: Though China's human resources are as good as any, habit and experience are often very different from those that Western businessmen are used to. Punctuality, quality control, enthusiasm, readiness to make decisions and accept responsibility are all concepts at odds with the norms of recent decades.

Few foreign concerns going into China will be able to select their own workforces, and many of those recruited by the Chinese side would be subjected to unsavory by a foreign personnel manager (not the least of the problems is that established executives hang on to their best workers). Time and effort devoted to training will need to be greater than elsewhere.

If it sounds like an uphill struggle, it probably is. Both sides are to blame. The Chinese too often imagine that foreign companies are fabulously wealthy and can be squeezed for every cent. Foreigners, too, often delude themselves that an easy fortune is waiting for them inside the "open door."

For now, at least, the heady days of 1984-85, when China indulged itself in a massive spending binge on imported luxuries (automobiles, TVs, washing machines, etc.), are over. But the country remains committed to foreign participation in its economy. Its priorities are the transfer of technology, the upgrading of China's domestic industries, and manufacture for export. Anyone who can contribute to these goals is welcome and, provided they take a long-term view, can expect to make money.

Beijing has tended to exaggerate just how much foreign investment its reform policies have attracted over the past seven years. The truth is that some 80 percent of the U.S. \$17 billion or so that went into China has come from "companies" in Hong Kong and Macao. Official publications speak of 6,000 enterprises agreed on, but fewer than third of these are actually in operation. Many of these ventures are in light industry or services — not really what modernizing China had in mind.

But for all the hiccup, abrupt changes of policy on taxation and residual apprehensions that China after Deng Xiaoping could once again change course, foreigners involved in China believe that things are looking up.

The learning process — on both sides — promises to be long, arduous and sometimes acrimonious. China isn't going to be a place to get rich quick anytime soon. But for those foreign entrepreneurs willing and able to help enrich China, exciting opportunities exist. "The general direction," said U.S. Ambassador Lord, "is clear. Abiding mutual interest drives us ahead."

VIEWS ON THE CHINA MARKET

Businessmen may differ widely on the ins and outs of business in China, but they all agree on two points. Opportunities are enormous. Two: So are the difficulties.

His article, several foreign traders and officials offer their on China's business climate.

Leading Australian businessman, Bill Wyllie, spoke on the subject to a audience in Perth. He was most impressed by the economic turnaround now being attempted by the U.S. of China's economy.

"It's not just a matter of more than a billion from a recession, highly politicized and controlled state system, fragmented, even capitalistic economy, all within a year," he said. "To witness round more than a billion from a recession, highly politicized and controlled state system, fragmented, even capitalistic economy, all within a year."

Wyllie spoke of "the magnitude, the changes, the sheer scale of these events in China. Up in Hong Kong, you can feel it. It's even before you cross the border. Any day of the week, I meet the new bankers, the new administrators, even the one-private entrepreneurs that are surfacing out of this big changing policy and economy of China."

businessmen, and goes on wild spending spree — they know all about Latin America."

From his recent travels in China, Wyllie made these points:

- China's consumer durables industry is on the rise. One factory in Shanghai is making color TVs at state-of-the-art level and selling at \$1,000 each — and they can't turn out enough. So there are opportunities for consumer goods, of specialized kind, and for some components for these goods.
- But it is clear that China still intends to develop its own consumer production, even if only as a protection for its foreign reserves. Given the magnitude of the market, though, it is still an interesting market to speculate about.

- The raw material prospect is far from gloomy. China eventually will need massive amounts of materials, if it is to raise its standards of clothing, housing and gastronomy. Not all its agricultural or mineral resources are of top quality. Transport of raw materials to factories is often difficult.

- One great opportunity in trade with China is in services, such as engineering, consultation, hydroelectric expertise, and computing. Wyllie noted a growing number of scientific and professional consultants who were trying their hands in East Asia and China.

Another optimist is Jill Riggs, proprietor of a large Hong Kong secretarial agency specializing in assisting companies that are negotiating with, or establishing offices in China.

Working conditions have been improved recently, she said. "You must do your sums before starting an office there. Many prefer the time being to set up in Hong Kong and commute."

- The year 1984 was a great improvement on 1983-85 in terms of activity and interest in the China market, she added. There was at least a doubling in the numbers of businesses taking an interest in that market. But last year, she said, the authorities began reining in the use of funds. "China still welcomes foreign investment, on certain stiffer conditions. Among the favored industries are electronics and high-tech, telecommunications, and modern

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The window shows a view of the city of London, with the River Thames and the Houses of Parliament visible in the background.

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Imports		1,000	1.10
Balance		0	0.35

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Announcing with the People's Republic of China only the people of China

There are currently over 50 major investment and commercial banks in the world.

Of that number, a mere handful were selected to submit proposals for financing a massive electrical power project for Huaneng International Power Development Corporation to meet the future needs of the People's Republic of China.

And of that handful, Chase emerged as the lead bank. Because it offered a combination of characteristics no other

bank in the world possessed.

First of all, there was Chase's strength and size. And its true global network. Important because the financing would eventually involve multi-national participants, including a syndication of 19 banks.

Chase also offered specialized knowledge in the power generation industry. This was invaluable to General Electric, a long-standing client, and the company that put the consortium together.

Chase was also able to provide an



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fective integration of commercial and investment banking skills (an approach which is fast becoming a model for the industry).

And, of course, there were the Chase people. People with expertise in all fields, from swaps to trade finance to electronic banking to mergers and acquisitions. People capable of working in partnership with their clients and each other. A network of bankers able to act quickly.

This total global banking capability

that integrates size, international network, specialized industry knowledge and the broadest range of investment banking products is what sets Chase apart from other financial institutions in the world. It's why we were selected for the China project, and other commercial and investment banks weren't.

Fully integrated global banking capability. Experience it for yourself on your next deal.

No matter how complex it may be, one thing is simple. Which bank to choose.



CHASE

ADVERTISING SECTION

CHINA'S CHANGING LEGAL SYSTEM A SOURCE OF CONCERN

In 1974, a group of foreign jurists visited China, then under the Mao administration, to study the legal system. The jurists found it strange ("a return to a much earlier form of justice," one said).

Formal courts were more or less deserted, and the prosecution of attorneys had vanished. The group found the implementation of law and punishment had devolved down to smaller tribunals, or even to street committees, and few deliberations had to be reported up the system. These tribunals were not furnished with statute or "common" law to guide them, but with social and political philosophies, the group reported.

These laws, "customs" were thus encouraged to design their own law, and exact their own penalties, suited to the local circumstances. The seriousness of each crime or misdemeanor could vary with the times and with the locality. The jurists found that a culprit would also be judged by a far wider range of considerations than is now common in most legal systems: his character and political stance might well be paramount. To some outside observers, the Maoist system had parallels in tribal law, as administered under colonial rule, for instance in Africa, where metropolitan law was applied in some cases, local village traditional law in others.

But the great gap in such a system is commercial law. This system may suit a self-sufficient and/or insulated economy. But once foreign trading relations become significant, a whole body of business law must be established, one which will not seriously conflict with the existing international corpus.

Hence the task of the new Chinese administration as it opened its doors to foreign trade and investment. A regime of commercial law must be reconstructed (not least had totally decayed). The attorney profession has to be rebuilt, and the courts re-furnished with skills. Over the period of liberalization, Beijing has created a network of commercial courts, and has trained some 20,000 "economic law" personnel. But more are needed, as is a stable body of law for the courts to administer and the personnel to practice.

Only in March this year was a basic legal framework adopted by the National People's Congress in Beijing, which governs domestic and foreign economic relationships. Previously, the Deng reforms had appeared in the form of policy documents.

The new civil code, involving more than 150 articles, is only a start. Basic rules as to the status and capacity of individuals,

partnerships and companies are included, but in a somewhat generalized form. It is as if the Western company legislation of the 1860s had to be written all over again from scratch.

Since China is now courting foreign trade and investment, there are many areas where the law will take some time to settle down. For example: what law shall apply where a contract involves more than one country? How shall conflicts of law be handled? What special laws shall apply to the "free trade" zones?

China has an existing body of internationally accepted business law to study, but there are still many details to ponder. Even internationally accepted law is perpetually in the process of change. Such old rules as *comest negotiorum* are being abolished in many ways, and old traditions and laws of banking confidentiality are under attack.

The Chinese authorities are fully aware of the problems. At a recent forum on joint ventures in Beijing, Zhu Rongji, vice-minister of the State Economic Commission, said that some joint ventures have suffered because of China's inexperience, insufficient preparation, inadequate consideration of the nation's serious foreign exchange problems and old management methods.

The government, he said, has now set up a "coordination center" to help joint ventures solve business problems. Zhu added that the government was working out rules to implement regulations announced in January on joint-venture foreign exchange dealings. Further measures, he said, would be taken to help joint ventures achieve foreign exchange balance. And he promised that joint ventures would have full autonomy, particularly in regard to staffing (there have been some complaints that the right to dismiss workers is difficult to apply).

At the same time, Zhu appealed to foreign partners to play their part in helping to solve the problem of the balance of foreign exchange payments, and the threat to the reserves. Today's joint ventures were pioneers who may bear some risks, he said, but China was trustworthy and doing all it could to eliminate problems.

Hu Yaobang, the Party General Secretary, was also apologetic on his recent European tour. Speaking in Bonn, he acknowledged to German businessmen that there was still some dilatoriness and back-passing in the administration. "Frankly," he continued, "I am even more unhappy with such a state of affairs than you. We are making great efforts to get things improved."

CHASE PAVES MAJOR INROADS INTO CHINA

To organize a project of great magnitude in China may well be beyond the capacity of a team from a single participating company. For instance, to contribute significantly to China's drive to expand and improve its infrastructure — transport and communications on land, at sea and in the air — then a consortium with many interests must be gathered and shepherded through the stages of feasibility, proposal and agreement.

Somewhere along the way a bank is a crucial element. An example is Chase Manhattan, which is building up experience and expertise in China. Recent activities by Chase include the organization of a financing package for the purchase of turbines by China. The turbine contract involved not only the suppliers of the equipment but also the export credit agencies of the countries of origin. It was necessary to form a separate organization called Huan Neng, which reports to the Central State Council in Beijing, to coordinate the electrification of China from sources in the U.S. and E.R.C.

Chase also secured the agreement of a leveraged leasing plan for the Civil Aviation Administration of China (the state airline) to buy five Boeing 737s. These aircraft will be used on the rapidly modernizing regional airline systems. CAAC has a substantial re-equipment program going on, both internally and — in due time — internationally. Chase also helped China's new investment bank, CITIC, to issue fixed-rate bonds on the Hong Kong market (the first capital-raising operation of that kind).

Chase is thus strongly represented in two of the priority areas of China's development plans — power and transport. These are the emphases of the five-year plan, said Chris Matson, a senior vice president of Chase in its Hong Kong office. "Railroads and telecommunications are high on the lists, these being the elements that China wishes to provide for the support of the industrial base. This is fundamental."

Chase has introduced a number of multinationals into China, given them assistance in market research and advised corporate teams on their visits, including advice on negotiation and consummation of contracts. One of the important steps for the

newcomer corporation, Matson said, is getting to know the "hierarchy of ministries" involved in the goods and services that the corporation is buying or selling. A successful deal "will take long, and it's not easy, so one must have patience and perseverance."

Concerning the squeeze on foreign exchange spending by China, Robert Schenck, Chase vice president for P.R.C. wholesale banking, said: "The system that China is imposing now will continue for some time, until it reaches an export capability to put the balance right." That said, both he and Matson are optimistic about China's foreign trade relations.

Some large projects in China, especially in mining and heavy industry, require that a firm be well up on current technology. Some have come to grief because they were based on inferior systems or equipment.

One company which has avoided this trap is Voest-Alpine of Austria. Voest is an acronym for United Austrian Steel. It perfected the LD (Linz-Donawitz) oxygen-blast steelmaking technology. Still very much research-based, Voest was one of the first Western companies to get involved in large-scale projects in China during the Mao era, in 1966-67, when it was involved in a steel mill in Tianshan.

The company has offices in Beijing and Shanghai. "Our strongest area is iron and steel, of course," said Anton Ocker, Voest's regional director for China and Hong Kong. His company has contracts in four industrial cities of China, concentrating on continuous casting capacity of high quality. Supplies include not only machinery but also analytical equipment, as well as staff training.

Voest also supplies underground mining systems in the form of rotary-head mining and tunnelling machines, of which China is now operating fifty. "We're the market leader technology-wise," Ocker added. What are the reasons for Voest's success? "I think it is a combination of a number of factors," Ocker said. "But first you have got to be willing not only to sell equipment but also to transfer the technology and skills. This is what we do."

PRIORITY AREAS: AIRLINES, POWER

Chase Manhattan's choice of airline development and power generation for its financial and organizational expertise in China is founded on clear evidence of the priority given to these sectors of the economy.

The task of modernizing China's aged communications is a daunting one, but the Beijing authorities are conducting a blitz on this sector.

The national flag-carrier airline, CAAC, plans to add this year 30 large-capacity jets to its existing fleet of 460, including just the sort of medium-size airliner that Chase is helping to finance. The plan is not designed solely for tourism — domestic air-freight and interprovincial travel are making increasing demands on the capacity.

Indeed, partly because of the poor quality of land travel and transportation in several areas of China, carriage by air is the quickest mode to develop, even at initial economic cost; transportation economists point out that land transport is costly because it wastes the most valuable factor of all — time.

CAAC already has over 180 domestic routes in operation, carrying about 6 million passengers last year, and 24 international air routes, flying 18 countries.

But an even larger prospect opens up for China's development of power sources. In some areas of China, the railways barely expand and improve industry, modernize the railways (barely

4 percent of the track is electrified) and upgrade technology is being held back by "brown-outs" — pressure on the wheezy generating capacity.

Visitors to Shanghai will note that some large factories operate not to attain volume production so much as to take advantage of hours when a brown-out is less likely to occur.

Power production in 1984 was 377 billion kilowatt-hours, but spread over the billion-plus population, that is well below a viable level. So, in the two priority sectors, no less than 40 percent of China's planned investment in capital construction is devoted to energy and transport, according to official analyses. Over a third of all key construction projects are in energy alone. Chase Manhattan's conclusion of the power finance negotiations with China has been announced with a flourish — a "historic deal," because it involved a syndication of 19 banks and a consortium of multinational corporations around the world.

It is also notable that in order to bring together this wide range of participants and organize their work into a large number of projects, China has chosen the separate-corporation method, establishing a semi-independent entity, answerable only to the central State Council in Beijing, instead of routing the work through government ministries at both central and municipal levels.



DALIAN PURSUES OVERSEAS MARKETS

Dalian, located in Liaoning Province in northeastern China, is one of four cities, with Tianjin, Shanghai and Guangzhou, selected in September 1984 for priority development. Dalian is an established industrial city with a population of 4.8 million and a strong industrial base. The main exports of Dalian are native products: canned foods, light industrial products, arts and crafts; textiles; garments; chemical raw materials; oil by-products; medicines; metallurgical products (metals and materials); tools, machinery and machinery equipment.

The port of Dalian, China's second-largest port, handles the bulk of the imports and exports of the northeastern provinces of Liaoning, Jilin and Heilongjiang.

At present, Dalian exports its goods to more than 80 countries around the world.

More than 40 overseas companies have established offices in Dalian up to the city continues to receive a constant stream of overseas businessmen.

This port city is placing great emphasis on foreign investment and technology transfer as well as export marketing. Between 1979 and 1983, 213 contracts were signed, worth U.S. \$518 million for foreign investment projects in Dalian. Another 840 contracts, worth U.S. \$380 million, were signed for technology transfer.

An example of the wide variety of exports from Dalian is an important additive in the chemical industry, in chemical fertilizers, paper-making, rubber manufacture and building materials which is extracted and processed in the city.

The product — caustic-calcined magnesite powder — is produced by the Dalian National Minerals I/S Corp. and

shipped abroad to Europe, Asia and the U.S. in bags weighing 25 kilos or one metric ton.

In addition to being the only gateway to northeastern China and the eastern regions of Inner Mongolia, Dalian is the exit point for primary products from the vast northeastern territory.

This region's temperate climate and regular rains produce cereals, fruit and vegetables in abundance. Nearby seas provide a variety of seafood.

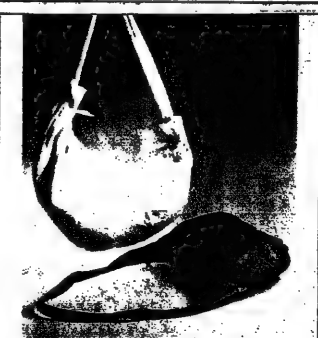
The Dalian branch of the National Cereals, Oils and Foodstuffs Import & Export Corp. coordinates the export of primary products, fresh and preserved, from Liaoning Province and neighboring provinces.

Shandong Province, well-known around the world for Tainso beer, this province also excels in many varieties of fruit and primary products.

With an area of 153,900 square kilometers bordering the Yellow Sea, the province enjoys a mild climate and varied terrain highly suitable for raising livestock.

The Shandong branch of the China National Native Products & Animal By-products Imports & Export Corp. handles all native products and animal by-products exports. Among the range of products are gym exercise products made from rubber, including sandals and other exercise equipment, as well as rubberized carpeting.

The province has a high reputation for its woolen Quindao carpets, now available with rubberized backing and said to be waterproof, fireproof, insect-proof and to provide excellent insulation.



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The Shandong Animal By-Products Trade Fair will be held at **Hamburger Strasse 11, D-2000 Hamburg 76, Federal Republic of Germany from 8th to 12th, September, 1986.**

This fair is organized by **The Shandong Animal By-Products Branch of China National Native Produce and Animal By-Products Import and Export Corporation.**

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1. China-made "SEAGULL" brand woollen carpets.
2. Fur and fur products.
3. Leather and leather products.
4. Bristles and bristle products.

Executives from trade and industrial circles all over the world are warmly invited to attend this important event.

Person to contact: Mr Sun Chang-yi
China United Trading Corp., GMBH
(China Trade Centre in West Europe)
Shandong Division
Address: Hamburger Strasse 11,
D-2000 Hamburg 76,
Federal Republic of Germany
Tel: 211335 CUTC D
Tel: (040) 22702036

ADVERTISING SECTION

ADVERTISING SECTION

CHINA'S BEST BET: CAUTIOUS LIBERALIZATION

discovered in the 1980s that liberalization has its perils: inflation, social and economic. The release of demand, pent up for years, resulted, first, in a capital-spending spree and later in a massive spending spree. The banks had to be applied twice. It is a tribute to the administration in Beijing that on neither side did any unit of the governmental system crack under the strain. Nor did the country fall into the debt trap that now afflicts many countries on other continents.

The liberalization of the economy, and the devolution of authority down to provincial, municipal and even small enterprise groups, was eagerly seized as an opportunity. Perhaps eagerly. During 1984, foreign reserves, which had been built to a comfortable U.S. \$16 billion by September 1984, suddenly ran down. By March 1985, they had reached U.S. \$1.1 billion, primarily because of over-enthusiastic importing, especially consumer durables.

By end-1985 they had recovered to U.S. \$12 billion, but have slumped a little (U.S. \$10.4 billion at end-March this year, for instance). Exports are relatively buoyant, however, and imports are being cut at smaller percentages, resulting in a shrinking visible deficit. But the 1985 deficit was a worrying U.S. \$14.9 billion, as imports were sucked in to assuage internally created demand.

According to the method of calculating output in China, called "social product," the value of goods and services produced in January rose by a fantastic 16.2% last year. Translated into the "domestic product" calculation which is more familiar in nations, the rise was 12.3%. Even at this rate, the sheer momentum of the increase points to a burst of buying and spending.

There were certain kinks in the pattern of production, too. Harvests fell, while rural industrial production soared; rural sales rose faster than urban incomes. Private cars found a free market (as against any traditional Communist regime). Thousands of color TVs were imported, legally and illegally.

At the same time, foreign investment accelerated. The problem of sudden fresh accretions of capital is that they represent a drain on reserves and turn into savings only later. Deficits in a trade and in reserves are thus bound to occur. What caught



Top: Jinan's Yellow River Highway Bridge, with the biggest span in China, was opened to traffic in 1982. Above: An engineer at the Xiangfeng City Art Paper Mill in central China overseeing production of high-quality art paper. Right: Workers at the Shantou Canned Food Factory in Guangdong Province processing beverages.

the central authorities by surprise was the enthusiasm with which such a large proportion of the population—including the more rural segments—grabbed the levers of the liberalizing economy. The hemorrhage of reserves has now been stanchied, but some of the liberalizations have been halted. Priorities are being more strictly applied to foreign expenditure; foreign companies are more closely questioned as to their ability to support two major areas: domestic infrastructure and export activities.

A sober view of these events was offered recently by Eric P. Ho, secretary for trade and industry, Hong Kong government. "Anybody who has ever done business with China knows that one must take the longer-term view," he said. "But the recent decline in the Chinese foreign exchange reserves does not affect that issue. The fall in the reserves indicates that the economic reforms introduced in China, opening up and liberalizing their system, have worked faster than thought possible."

"It is a good sign, that the people in China have seized the incentives, one that actually shows hope for the future. The opportunities in China remain good for those companies which are not hoping for the 'quick buck' but for a sound and lasting relationship."

SATELLITE CAPABILITIES ATTRACT WORLD ATTENTION

Literally by accident, China suddenly has leaped to the top of the satellite launching business. Following failures in three U.S. launch systems and the European Ariane rocket, China's Xi Chang site in Sichuan Province has been hurriedly readied to fill the gap (one of the satellites for Indonesia must go up soon, or a whole system is voided).

Thus China will be launching two U.S.-built satellites over the next year or so, and perhaps a Swedish one as well. The first Chinese carrier rocket went up in 1964, and in 1970 the first experimental satellite; since then 18 have been launched.

The Hughes Aircraft Co. has proposed that a joint-project satellite launching ground be set up in Hawaii, where Chinese

rocket carriers and launching technology could be used for American civilian satellites in cooperation with Hughes, the New China News Agency reported.

The suggestion has received positive response from the Chinese side, and negotiations on related substantial questions between both sides is expected to be held soon, the report added, quoting a recent issue of the official weekly Beijing Review.

Because of the shortage of carrier rockets even before the recent failures, many countries, including Sweden, Indonesia, Australia, Italy and Argentina, have contacted China about launching facilities.



THE EVER BRIGHT STORY

Wang Guangying is chairman of an unusual company called Ever Bright Industrial, registered in Hong Kong. When the company was established three years ago, it created quite a stir. Wang became known as the first post-Mao mainland "capitalist" to set up outside Chinese borders.

Wang had made a study tour of Hong Kong, and he said recently, "found that China has official 'vertical' companies like the Bank of China, and the big trading company, China Resources Ltd., specializing in one field. But there is no 'horizontal' company which could work across many activities and be more flexible."

Hence the formation of Ever Bright, organized on strictly commercial lines. Its capital is from official sources, with the high-level support and leadership of the State Council in Beijing.

Wang himself is Beijing-born, son of a diplomat who attended the 1919 Peace Conference in Versailles as an "authorized envoy" of the Nationalist Republic. Amid the many disruptions in China thereafter, he gave up an academic career and became a factory manager in Tianjin. During World War II and the Communist revolutionary aftermath, his fortunes rose and fell. Because he is the distant relative of a leading Communist who was purged, he was imprisoned for eight years during the Cultural Revolution.

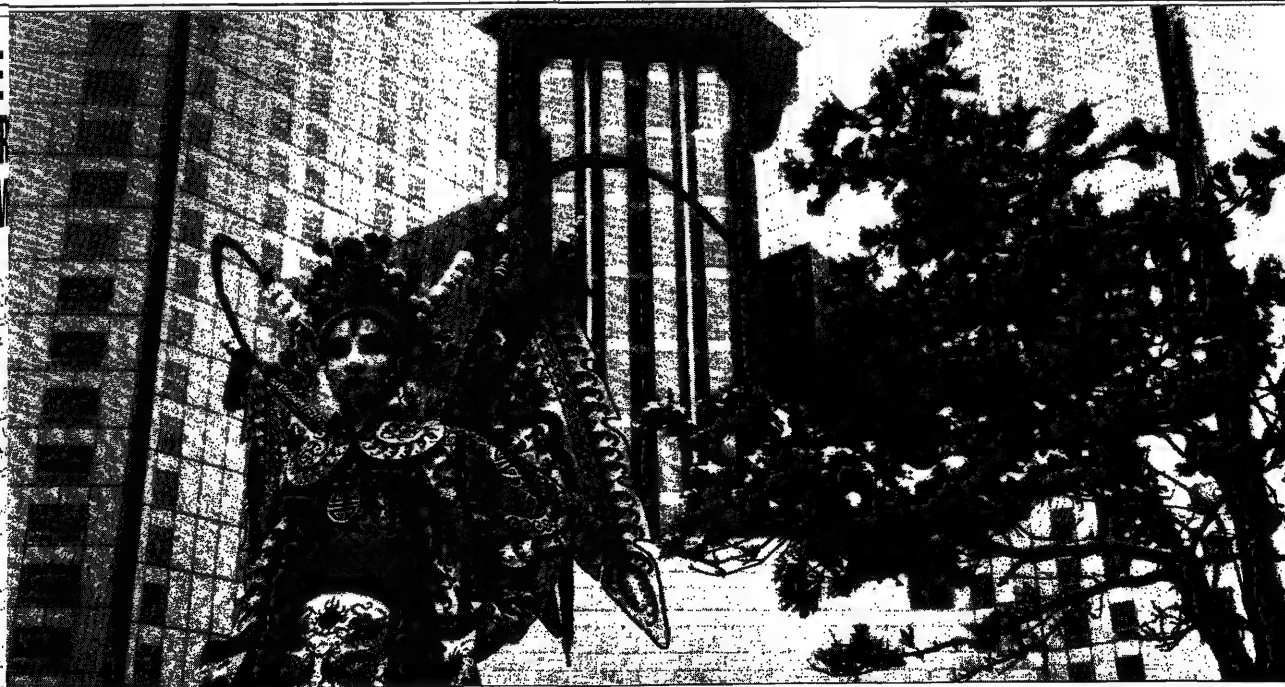
Recently, Wang has been traveling in Europe, looking for sources of advanced technology and capital goods for many large and medium enterprises and projects in China.

Ever Bright has an office in Beijing, where it has a big hotel project (it will be the capital's tallest building to date). Other offices are in Wuhan, the industrial conurbation (where it has a brewery project with West German partners), and in Tianjin and Guangzhou. It has a special office in the free trade zone of Zhuhai, next to the Portuguese territory of Macau, which services projects in land reclamation, agriculture and industry—from rotary compressors for refrigerators (Whirlpool is the American technology partner) to sugar development.

What are Wang's views on barter or countertrade? "They may save hard currency, in theory, but in practice there are difficulties," he acknowledges. "The benefits often turn out not to be equal for both sides."

Is the boom in China over, as some pessimists aver? No, says Wang, but the boom has changed its character. "We certainly overreacted on consumer goods during the first years of the open-door policy. For the time being, perhaps for another two years, we shall concentrate funds on capital goods."

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EXECUTIVE TRAVEL IN ASIA: DIVERSE, DYNAMIC... YET DAUNTING

All those people, all that diversity, all that rising productivity—all those fresh new appetites. The revolution of rising expectations almost appears to be replaced by one of rising hedonism: the appetite for BMW's in Hong Kong, say, must be seen to be believed. There's lots of business to be done in Asia.

For the visiting executive, the increasing emphasis on *luxury* may come as something of a welcome surprise.

Yes, prices are high for hotels and food; but no, not wildly out of line with prices in Europe. And Asia's new hotels are the world's finest. Many of the finest occupy their own private parks: in Jakarta, Bangkok and Manila there are hotels that amount to mini-cities, with a broad selection of restaurants, gymnasiums, tennis and squash courts, jogging paths neatly laid out through park grounds, luxurious pools and good shopping facilities.

Behind all this dynamism is the sheer size of Asia. Consider population, for example: there are more than 1.5 billion people in East Asia, compared to 351 million in the European Economic Community (EEC) and 235 million in the United States. East Asia's land area is 3.6 billion square kilometers compared to the 2.3 million of

the EEC nations and the 9.4 million square kilometers of the United States. Per-capita GNP averages \$475 in Asia (including China's \$290 and Brunei's \$21,140, both shocking figures in different ways), compared to the EEC's \$7,977 and the United States \$14,090. Six of every ten persons in the world are Asian.

Just as daunting is Asia's diversity, linguistically, ethnically and socially. So are the ways of life, the degrees of affluence and, indeed, of education. Perhaps the greatest single unifying factor is the English language, spoken with varying degrees of fluency by leading politicians, civil servants, businessmen and journalists.

For some travelers, there's a drawback: one is sheltered in these cities from the depressing urban realities outside the gates. But not necessarily from the local forces: for the successful Indonesians and Thais of Jakarta or Bangkok, the mini-city is a highly desirable place to see and be seen.

So are the other hotels, from the giants like Singapore's new Westin-Raffles City Complex, or Tokyo's New Otani, to the smaller gems like Bangkok's Oriental, Hong Kong's Mandarin, Macau's Oriental or Tokyo's Ochiai. There are personal favorites like Singapore's



Crowds pack the streets of Shanghai, China's biggest city and most important industrial center. Shanghai is battling to overcome problems of traffic congestion and housing shortages.

Goodwood Park, or Ball's Tanjong Sati, Guangzhou's China Hotel or Asia's grande dame, the Manila Hotel. And city for city, dollar for dollar, one cannot go wrong with the superb hotels run by Hilton's Asia-Pacific group: far better than their European or American cousins, they're everywhere and they're usually very good.

That said, remember that room prices in Asia tend to be very flexible indeed. Not during high season. This varies from city to city, but when the rush is on, one pays top dollar. (Example: Hong Kong and Guangzhou during the spring and autumn trade fairs.) More often, prices can be bargained down dramatically, by sometimes more than 50 percent in cities like Bangkok and Singapore in summer and early fall. Advise a business friend:

"Walk up to the reception desk, hand your business card to the clerk and ask for 40 percent off. You'll be surprised at how often they'll grant it."

And when checking out, go over bills carefully. Not only to make sure the promised discount actually was granted, but to be sure one is not being charged for someone else's splurge in the Grill. Computerization makes hotel bills appear accurate, but mistakes still occur. Examine all receipts. Count shirts when they come back from the laundry. And keep a very sharp eye on minibar charges: there's lots of sloppiness here.

As one might expect in a

distinctly male-oriented part of the world, few Asian hotels have caught on to the idea that it's good business to cater to the increasing number of European and American women, traveling on business. Questioned on this point, most hotel spokesmen (and spokeswomen) quickly denied that they discriminated against women; thus nearly missing the point. But some hotels, including the Ritz and the New Tokyo Hilton, have already taken action.

These hotels, for example, make a point of screening incoming phone calls for their women guests. They seat lone women diners discreetly and brush off pests. All offer special gift toiletries to female guests and make a point of ensuring a good supply of clothes hangers designed for women's clothing.

Most major hotels have good business centers, with equipment that ranges from telex and cable machines up to facsimile machines and computers. All will find temporary secretarial and translation assistance. The newer hotels, unsurprisingly, are generally much better equipped for business travelers than the older ones.

And the newer ones are also much more likely to offer fairly lavish sports facilities, from gyms (kitted out with all the latest muscle-building equipment) to large swimming pools, saunas, and even beach. Many have squash and tennis courts; some even have bowling alleys. But for golf and

sailing, introductions to the local clubs are needed. Sometimes the hotel can help, sometimes not—and the traveler thus may be forced to accept the hospitality of business contacts.

Business acquaintances can also help out if one falls ill. A personal recommendation of a doctor is to be preferred to that of one's hotel, though in a couple of cases during my year of travel in Asia the hotel doctor turned up triumphs. Note: hotel doctors tend to be expensive.

If one is very lucky, one may escape Asia's foods unscathed. In international-standard hotels, the food-preparators are closely supervised and chances of catching the runs are slightly less. But most travelers can expect to be grounded by stomach trouble for a day or two along the way. To play safe, have a shot of gamma globulin before departure: it's a little expensive than a bout of infectious hepatitis. Other shots usually aren't absolutely necessary. Exceptions for trips to more parts of Indonesia or the Philippines, doctors may advise taking and malaria cables.

Water: Hotels supply boiled drinking water as a matter of course. Though tap water is perfectly drinkable in some cities, one may not want to risk a stomach upset. Viable alternatives are local beer, or hot tea.

Food and drink: Most Asian food, to this traveler at least, is extremely palatable. By now most Westerners, in restaurants in their home cities back in

Europe and North America, have been exposed to Cantonese and Sichuanese cuisine, to at least a few Japanese and Thai dishes, and perhaps even to some of the delights of Malaysia and Indonesia. Things taste even better in their homelands, and most leading hotels offer fine local dishes. Don't feel confined to hotel menus, however. There are good local restaurants in each city.

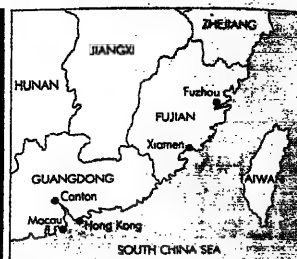
With Asian meals, locally produced beer, or tea, goes well. In Hong Kong and Singapore, Chinese hoers will offer you brandy right through the meal. (Be cautious.) Asian beer is generally excellent: Kleister in Thailand, Angkor in Indonesia, San Miguel in Manila and Hong Kong, Sapporo in Japan and Tiansin in China are good. Western (or "continental") food in Asia isn't top-notch, despite noble efforts by all varieties of imported chefs. Neither is it inedible. But it's vastly overpriced.

For Western wine-lovers, there are problems. Many European wines simply do not travel well. Nor do they survive sometimes erratic Asian storing and handling. And prices are exorbitant: count on paying twice as much for mediocre European wines as in Asia.

If wine is essential, try China's Dynasty and Great Wall brands, produced in China by Sino-French combines. The whites are fairly dry, and quite palatable, the reds scrappy. The Chinese also produce fortified rice wines that are somewhat heavy, with some resemblance to sherry. These are served warm. Japan's sake is a bit lighter and preferred by many Westerners. South Korea produces quite good wines and so-called under the Majumdar label. Remember, by the way, that Asia-produced wines are about as expensive as their heavily taxed Western equivalents.

The usual European tip-ples—scotch and bourbon, sherry and port, gin, vodka and rum—can be found just about everywhere. Prices generally are just short of being outrageous (particularly in hotel minibars) as the direct result of the near-confiscatory duties imposed by greedy governments on imported booze in most parts of Asia. Cognac is both expensive and in lavish supply, a direct consequence of the Chinese community's fascination with the stuff.

FUJIAN PROVINCE: DETERMINED EXPORTER



An example of a determined export campaign is provided by officials in Fujian (Fookien) Province, on the south China coast. Last September, a food technology exhibition and symposium was held in a leading city there. The emphasis was on food processing and packaging equipment, which China sorely needs. If its current capacity can be expanded, Fujian can supply good quantities of agricultural and fishery products to markets abroad. It already has a lively market in Japan for frozen seafood in bulk, and there are potential markets elsewhere for special foodstuffs such as mushrooms and semi-toxic vegetables.

Fujian is the site of the old China tea exporting coast, the source of sales of the old clipper ship races, and (indirectly) of the tea cargoes on which the tea created such a fierce furor that it cost England its American colonies. It is also from Fujian that a far older trade was carried on — silks and porcelain to the Philippines. This helped make that archipelago profitable to the Spaniards when they colonized it.

But Fujian lacks good coastal and internal communications and other infrastructure to exploit its agricultural and fishery potential. The old port of Fuzhou (Fookoo) needs dredging. The port of Amoy (now called Xiamen) is in better shape, and a free trade zone is being developed there. With help, Fujian might return to its erstwhile foreign trade pre-eminence.

Most Asian spirits such as rice and malt whiskey should be avoided, though a taste will satisfy curiosity and probably won't cause brain damage. More Japanese whiskey, on the other hand, is not bad, and the best of it is fairly palatable.

The single most daunting Asian spirit is China's mao-tai (or gaopiang, in Taiwan), made from millet and an assortment of other grains. Its taste of gasoline and burned rubber (with, one is forced to believe, hemlock) emphatically does not deter Chinese hosts from offering it in huge quantities at official banquets.

Foreigners who face long bargaining sessions the next day should be particularly wary of the stuff, for it causes dizziness and hangovers. Though Chinese hosts will rarely admit it, their aim often is to get guests passed out while escaping unscathed themselves and thus earning a decided advantage for the next day's negotiations.

Thus, sip, don't gulp. Resist all challenges to drain the glass. When the host lifts his glass

and says "gan-bei" (bottoms up), drink sparingly. Remember that in Asia, duplicity is deepthroat: that clear liquid in your host's glass may be only water, not mao-tai.

Reverence to the gods is perfectly okay under Asian rules: spill a drink onto the table, the floor or the host; pour it into flowers, rasps or the ubiquitous orange-scented glasses.

But never be rude. Politeness is one of Asia's eternal virtues. Compliments and gracious gestures will carry the foreign visitor a long way toward his or her goals; a loss of temper is very bad news indeed.

Good manners, in fact, are one of Asia's few unchanging standards; from top hotels to tribal long-houses. In just about everything else, change is the supreme fact, and the pace of change, accelerated by high technology, is discouragingly rapid. This story has been adapted from "For East," the International Herald Tribune's forthcoming guide to business travel and entertainment in Asia, written by Robert R. McClellan.

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MOVING

"I started late and I want to stay as long as I can, so I'm trying to be cautious. Every week of my diary is starting to fill in where it

INTERN



From Muskegon to Bayreuth: Versalle as Tannhäuser.

None of that experience or hard work was wasted, he said, "and I'm still a baby in the busi-

SIFIED

to Festival Orchestra was conducted by Christian Badea, who has been the festival musical director for nine years, and Spiros Argiris of Greece, who will take over next year. Other performers included the Italian singer Kasia Ricciardi, the French singer Yvonne Ruff, the

circuit judge, he had to tell a couple phys

former astronaut James Ir-
planning another trip up
Ararat in Turkey to search

recreation.

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